

Message Text

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ACTION NEA-10

INFO OCT-01 AF-10 ISO-00 CIAE-00 DODE-00 PM-05 H-01
INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02
SS-15 USIA-06 EB-08 COME-00 STR-04 OMB-01 TRSE-00
/080 W

-----117226 060013Z /63

R 051437Z AUG 77
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 8051
INFO AMCONSUL ALEXANDRIA
AMEMBASSY DAMASCUS
AMEMBASSY DOHA
AMEMBASSY KUWAIT
AMEMBASSY JIDDA
AMEMBASSY MOGADISCIO

C O N F I D E N T I A L CAIRO 13081

E.O. 11652: GDS
TAGS: ETRD, EG
SUBJECT: ARAB BOYCOTT: XEROX

REF :CAIRO 10534

1. SUMMARY. XEROX REP SHAKER KHAYATT TELLS US HE IS STILL
SEEKING HAVE COMPANY REMOVED FROM ARAB BOYCOTT LIST. XEROX
CASE NOT CONSIDERED AT JUNE BOYCOTT MEETING IN ALEXANDRIA,
BUT CENTRAL COYCOTT OFFICE HAS NOW CIRCULARIZED ARAB LEAGUE
MEMER STATES TO SEEK THEIR VIEWS ON WHETHER SANCTION AGAINS

COMPANY SHOULD BE LIFTED. IF TWELVE STATES EITHER VOTE
AFFIRMATIVELY OR FAIL TO REPLY WITHIN 90 DAYS, COMPANY, ACCORDING
KHAYATT, WILL AUTOMATICALLY BE REMOVED FROM LIST. KHAYYAT
WONDERED IF USG COULD ASSIST WITH RESPECT TO SOMALIA AND KUWAIT
IN OBTAINING FAVORABLE ACTION. END SUMMARY.

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2. XEROX REP SHAKER KHAYATT HAS RETURNED TO MIDDLE EAST IN
FURTHER EFFORT TO HAVE COMPANY REMOVED FROM ARAB BOYCOTT
LIST. IN CONVERSATION WITH EMBOFF, KHAYATT CCONFIRMED THAT
XEROX CASE HAD NOT BEEN CONSIDERED AT JUNE MEETING OF BOYCOTT
COMMITTEE IN ALEXANDRIA (SEE REFTEL). KHAYATT SAID HE HAS
MANAGED, HOWEVER, TO GET BOYCOTT COMMITTEE HEAD MAHGOUB TO
SEND LETTER TO ALL ARAB LEAGUE MEMBER STATES NOTING

THAT COMPANY HAS FURNISHED COMMITTEE DOCUMENTS RELATING TO ITS CASE (THIS WAS DONE PRIOR TO PASSAGE OF RECENT US LEGISLATION) AND INVITING COUNTRIES TO COMMENT ON WHETHER COMPANY SHOULD BE REMOVED. IF TWELVE MEMBERS EITHER VOTE IN FAVOR OF REMOVAL OR FAIL TO RESPOND WITHIN 90 DAYS, BOYCOTT SANCTION, ACCORDING KHAYATT, WILL AUTOMATICALLY BE LIFTED.

3. KHAYATT CLAIMS THAT PERSONAL ATTITUDE OF BOYCOTT COMMISSION HEAD MAHGOUB HAS BEEN A PRIMARY OBSTACLE TO SUCCESS OF XEROX'S EFFORTS TO BE DE-LISTED. MAHGOUB, FOR VARIOUS REASONS, HAS OPPOSED LIFTING BAN ON COMPANY, AND WAS LARGELY RESPONSIBLE FOR FAILURE OF COMMITTEE TO CONSIDER XEROX CASE IN JUNE. KHAYATT WAS THEREFORE VERY PLEASED TO HAVE BEEN ABLE TO GET MAHGOUB -- WHO HAD WANTED TO DELAY CONSIDERATION OF CASE AT LEAST UNTIL NEXT BOYCOTT MEETING (PROBABLY IN NOVEMBER)-- TO SEND CIRCULAR LETTER. THIS WAS ACCOMPLISHED, KHAYATT SAID, BY BRINGING PRESSURE TO BEAR ON MAHGOUB THROUGH GOE (HAMGOUB, THROUGH AN EGYPTIAN NATIONAL, IS BY NO MEANS ALWAYS AMENABLE TO DIRECTION BY GOE). AND THROUGH ARAB LEAGUE.

4. ALTHOUGH SUCCESSFUL RESULT COULD BE ACHIEVED BY MORE FAILURE OF SUFFICIENT NUMBER OF STATES TO OBJECT, KHAYATT HOPES TO GET AS MANY AFFIRMATIVE REPLIES TO CIRCULAR LETTER AS POSSIBLE. AFFIRMATIVE VOTES WOULD CREATE PRESSURE ON SOME STATES LEANING TOWARD NEGATIVE MERELY TO ABSTAIN, KHAYATT BELIEVES, AND WOULD ALSO DEPRIVE THOSE OPPOSING COMPANY'S REMOVAL

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FROM LIST OF OPPORTUNITY TO SEEK OTHER NEGATIVE VOTES. ACCORDING KHAYATT, EGYPT HAS ALREADY NOTIFIED BOYCOTT CENTRAL OFFICE OF ITS APPROVAL OF DELISTING. KHAYATT IS WORKING IN OTHER STATES TO MAKE SAME RESPONSE.

5. KHAYATT RAISED QUESTION WITH EMBOFF OF WHETHER USG COULD HELP WITH RESPECT TO TRYING OBTAIN FAVORABLE VOTE FOR COMPANY FROM TWO STATES -- SOMALIA AND KUWAIT. SOMALIA HE HAD WRITTEN OFF UNTIL RECENTLY AS AN ALMOST CERTAIN NEGATIVE VOTE, AND HAD DEVELOPED FEW CONTACTS THERE. HE WONDERED IF RECENTLY IMPROVED US-SOMALI RELATIONSHIP MIGHT MAKE IT POSSIBLE FOR USG TO APPROACH SOMALIS ABOUT GIVING POSITIVE RESPONSE TO BOYCOTT OFFICE CIRCULAR NOTE ON XEROX CASE. KHAYATT ALSO ASKED WHETHER HELPFUL US WORK WITH KUWAITIS WOULD BE POSSIBLE: KUWAITIS ARE VIRTUALLY CERTAIN TO CAST NEGATIVE VOTE. GREATER DANGER WAS THEY MIGHT GO FURTHER AND ATTEMPT ROUSE SENTIMENT OF OTHER MEMBER STATES AGAINST COMPANY. UPON HIS RETURN TO US, PROBABLY WEEK OF AUGUST 8, KHAYATT SAID, HE INTENDS SEEK APPOINTMENT WITH DEPUTY ASSISTANT SECRETARY SOBER TO DISCUSS THESE MATTERS.

6. EMBOFF NOTED THAT US APPROACHES TO ARAB GOVERNMENTS ON BOYCOTT ISSUE HAVE ORDINARILY BEEN DIRECTED TOWARD SEEKING LESS

OFFENSIVE OR LESS RIGOROUS GENERAL APPLICATION OF BOYCOTT-RELATED PRACTICES -- E.G., BY ENCOURAGING ACCEPTANCE OF POSITIVE RATHER THAN NEGATIVE CERTIFICATIONS. TO ENGAGE IN SPECIAL PLEADING FOR AN INDIVIDUAL COMPANY EVEN ASSUMING THAT POLITICAL CONSIDERATIONS DID NOT WEIGH AGAINST SUCH ACTIN AND THAT ITS EFFORT WAS LIKELY TO BE POSITIVE -- WAS A DIFFERENT MATTER. EMBOFF SAID HE WOULD, HOWEVER, REPORT KHAYATT'S INQUIRY.

7. EMBASSY WOULD APPRECCATE DEPT'S AND INFO ADDRESSEES' COMMENT ON ABOVE. EILTS

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